

# Selling To The Commonwealth: Strategies For Success

Sponsored by the Virginia Hispanic Chamber of Commerce  
the Department of Business Assistance  
the Department of Minority Business Enterprise



## Small Business Procurement Workshops Thursday, July 27, 2006 & Thursday, August 24, 2006

Registration\* 9:00 am to 9:30 am

Workshop 9:30 am to Noon

Virginia Hispanic Chamber of Commerce -- Richmond, Virginia  
10700 Midlothian Turnpike, Richmond, Virginia 23235

\*There is a \$10 fee for non-members. Free to Chamber members.

Registration deadlines are July 20 for the July 27th event and  
August 17 for the August 24th event.

To register for either workshop, contact Laura Sanchez  
Phone: (804) 378-4099 xt. 203 | E-mail: [laura.sanchez@vahcc.com](mailto:laura.sanchez@vahcc.com)

**Representatives from the Commonwealth of Virginia will discuss the state's initiative to increase access to state contracting for *small, women-owned* and *minority-owned* (S.W.A.M.) businesses. Topics include use of eVA, Virginia's electronic government purchasing system and a workshop for S.W.A.M. certification with on-site expertise available.**

For a list of S.W.A.M. certification required documents,  
please visit [www.dmbe.state.va.us/checklist.html](http://www.dmbe.state.va.us/checklist.html) or  
call Laura Sanchez, (804) 378-4099 xt. 203 at the Virginia Hispanic Chamber.

